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U.S. Army Contracting Command - Redstone

ICE

10/25/16

ESS and SMDC/CAMO
Debra Scruggs
Melissa Mitchell
Willie Travis



**Agile and Able Contracting Professionals Providing
Capabilities to Customers:**



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AGENDA

- Welcoming Comments & Introductions
- Comments by Mr. William Marriott, AMCOM Deputy to the Commanding General, AMCOM Updates
- Briefing by Ms. Donna Ragucci, Director, AMCOM Office of Small Business Programs, Small Business Set-Asides
- Briefing by Sarah Schlapman, Contract Specialist, Division A, Re-



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AGENDA

- **Protest Update - Ms. Detra Battle-Blue**
- **EXPRESS Update - Ms. Michelle Cross**
- **15 Minute Break for Questions**
- **Q&A Session**
- **Closing Remarks**



Readiness is a Team Sport



TRUST
TEAM
RELATIONSHIPS
ATTITUDE



Unified Action



Endstate:
**Increase Strategic
and Unit
Readiness**
**through
synchronization
and prioritization
of efforts across
the Aviation and
Missile Portfolio**



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EXPRESS Small Business Set-Aside Determination Process

- Request for Information (RFI) responses collected by Contracting Officer (KO), who along with the technical advisor (TA) will analyze the information
- The KO and TA will create a spreadsheet with their RFI analysis on all respondents who are interested in bidding. For small business vendors only -
 - The analysis will support the following:
 - The type of work was performed by a small business before
 - There are at least three potential small business bidders
 - The bidder can perform at least 50% of the work (or their small business teaming arrangement partner(s))
 - Ensure small business vendor addresses their and the projected team members' experience in performing similar work

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If the KO and TA answers YES to all questions, the KO



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EXPRESS Small Business Set-Aside Determination Process

- If the KO and TA cannot make a determination, they will ask for analysis assistance by AMCOM Office of Small Business Programs (OSBP)
 - In support of the KO, the AMCOM OSBP will
 - Review procurement history
 - Review complexity of performance work statement
 - Review the extent of small business participation performed on previous task orders and who bid on previous task orders
 - Analysis RFI responses to see if the small business (or its partners) will perform at least 50% of the work
 - Review Small Business RFI responses with intent to propose

If the OSBP analysis finds that there are at least three small businesses capable of performing at least 50% of the work and there is high confidence that these three small businesses will propose at a fair and reasonable price, the OSBP will recommend to the KO and TA to set the procurement aside for small business.

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Re-Compete Team Discussion Items

Compliance

- The Government will evaluate Technical Expertise based on how well the quotation demonstrates a clear understanding of the requirements and deliverables, and on the Offeror's expressed ability to successfully perform. It is imperative that the offerors respond to all of the critical elements of the PWS as defined in the evaluation criteria of each individual TORFQ.
- The Government will evaluate the Risk Mitigation and Management approach to assess completeness, feasibility, and how well it addresses the details of the PWS.
- The Government will use price analysis to determine the overall price reasonableness. The government will also assess the price quotation for realism.

Fair Evaluations

- The evaluation team rates each offeror's quote strictly against the evaluation criteria and not against other quotes. Contracting and Legal are present at all consensus meetings to ensure offerors are treated equitably and all evaluations are conducted in accordance with the TORFQ and evaluation criteria. The best value decision is conducted by the Contracting Officer and reviewed by Legal.



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Re-Compete Team Discussion Items

Effect on the Schedule

- Use of the new evaluation criteria has resulted in much faster evaluations (average of 9.5 days vs. months using the old criteria). In addition, Contracting and Legal are present for all consensus meetings, ensuring the evaluators are on track from the first evaluation and reducing the timeframe for reviews after evaluations are completed.

Industry Questions

- Questions from industry during the TORFQ Q&A period are critical to ensuring the requirements are clear and well understood by the contractors. They also highlight potential areas of improvement to the government.

Recent questions include:

- Total Labor Hours/Labor Mix
- BOEs
- Base TD

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Protests

- **ACC-RSA, Enterprise Service Solutions, Division A has received 3 protests as a result of TORFQ awards (only 1 is based on new evaluation criteria).**
- **A stop work order has been issued on all three awards. Once the protests have been resolved, the stop work order will be lifted.**
- **Two of the three protests are expected to be resolved by 31 October 2016. The other protest is expected to be resolved by 30 November 2016.**

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GROUND RULES

- The Government will post our projections to our EXPRESS Public website within 3-5 days:
- Website address:
<http://acc.army.mil/contractingcenters/acc-rsa/Express.html>
- Please hold all questions until the end of the presentation. Submit questions on the provided note cards during the schedule break.
- The panel will field and attempt to answer all submitted questions. If questions cannot be answered to date, they will be answered later.

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GROUND RULES

- **The area of focus today is service contracting in the ESS Directorate and SMDC/CAMO. The panel does not have knowledge of other requirements outside of these areas. Please limit your questions to these areas.**
- **The Government will not distribute the questions and answers (unless not answered during the event), minutes of the event, or a listing of the attendees/registrants.**
- **The event will end at 15:00 or when questions end, whichever comes first.**

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ICE EVENT INFORMATION

- ACC-Redstone has a spreadsheet detailing all ACC-R requirements with the exception of EXPRESS.
- The spreadsheet is posted to the ACC-Redstone Public Website:

<http://acc.army.mil/contractingcenters/acc-rsa/>

- The spreadsheet will be updated quarterly. The latest data was pulled 27 July 2016

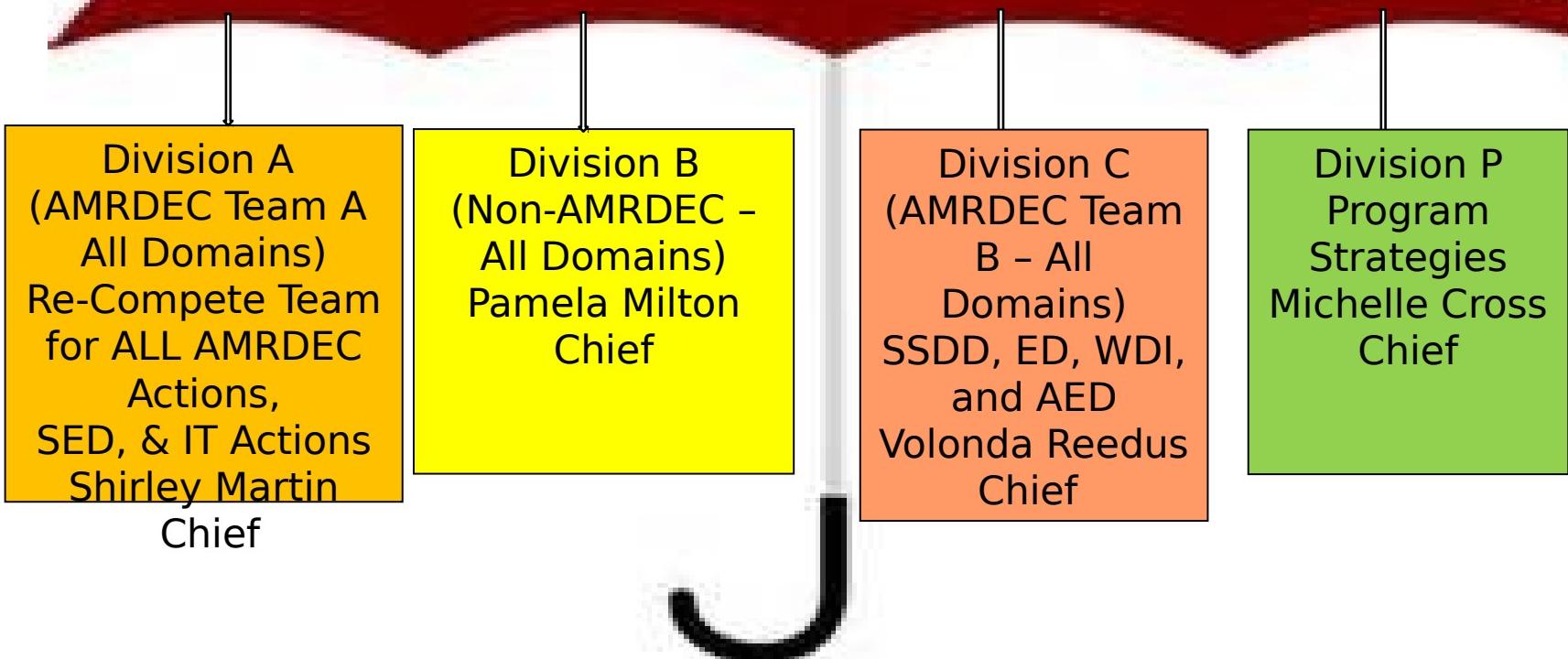
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Enterprise Service Solutions Directorate Director, Debra Scruggs



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UPDATE OF TORFQS WITH NEW EVALUATION CRITERIA

- ★ **9 TORFQs (Division A & B) have been released with the revised evaluation criteria. Status of each is below:**
 - ★ **3 are in the pre-evaluation stage**
 - ★ **2 are being evaluated**
 - ★ **4 have been awarded**
 - ★ **1 protest has been received**

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UPDATE OF TD PROCESS

- ★ Surveillance from 1 Jul to 30 Sept 16 resulted in the following:
 - ★ SOW creep issues were discovered
 - ★ Most modification packages are processed within fifteen days
 - ★ Backlog is virtually non-existent if/when we receive packages fifteen days out
- ★ KO's have reached back to customer to correct internal issues that were found and provide additional training as needed
- ★ Need your assistance with SOW creep

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UPCOMING COMPETITIONS AND COMMUNICATIONS

We have had numerous requests for opportunities to meet with the customers or hold industry days for upcoming requirements.

We are planning on holding Industry Days for the larger more complex acquisitions.

A Q&A forum/process is also being discussed as a way to satisfy this industry need.

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EVERGREENING THE EXPRESS PROGRAM

- The EXPRESS Program is a group of multiple award BPAs established within the "evergreen" aspects of the General Services Administration (GSA) schedules.
- Taking advantage of this "evergreen" potential represents the best value to the Government.
- An Acquisition Strategy is being staffed to DASA(S) for approval to make EXPRESS "evergreen".



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EXPRESS EVERGREEN STRATEGY

Transition Plan

- **Transition to Evergreen based on incorporating current mission requirements into the PWS**
- **NO OFF-RAMPING based on the transition to Evergreen**
- **Evergreen BPAs will be issued to ALL current BPA holders based on the evergreen PWS**
- **It will be necessary to maintain both old and replacement BPAs until the old BPAs can be phased out (due to numerous active task orders).**

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EXPRESS EVERGREEN

Transition PS~~TR~~RATEGY

- The transition to evergreen will be accomplished using a staggered approach
- Technical Domain will be transitioned first
- Logistics Domain will be transitioned second
- Programmatic and Business and Analytical will be combined into one PWS/Domain and will be transitioned

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EXPRESS EVERGREEN STRATEGY

- Due to a 2013 SBA Rule it will be necessary to update the NAICS codes for the EXPRESS program
- The SBA rule requires that the NAICS assigned match the PWS for the BPA and also individual task orders
- This will affect the size status of numerous contractors on EXPRESS
- Currently researching if we can add back “Small Business Reserve”

Direct Awards

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EXPRESS EVERGREEN STRATEGY

REVISION TO GRADUATION/OFF-RAMPING POLICY

- **NO OFF-RAMPING will occur due to size standard changes based on transition to Evergreen.**
- **NO OFF-RAMPING will occur due to size standard changes during performance.**
- **This change will allow companies to grow and not be off-ramped when they graduate from the 8(a) program or grow from small to large.**
- **Size status will be determined when you**

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EXPRESS EVERGREEN STRATEGY

OFF-RAMPS

- Large Business Award Term - Three years
- Small Business Award Term - Five years
- At the end of each Award Term period the quality of work, timeliness, and competitiveness of a BPA holder will be assessed against award term criteria for renewal
- If a company does not win a task order within its award term period or fails to provide satisfactory services based on the award term criteria, its BPA may not be renewed.

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EXPRESS EVERGREEN STRATEGY

- **ON-RAMPS**
- **Evergreen will be reviewed annually to determine if additional BPA holders should be added to existing domains or to add new domains.**
- **It is anticipated that small businesses will need to be added on a regular basis. Each domain should have no less than three small businesses at any given time for small business set-asides.**
- **It will be necessary to do an On-Ramp immediately upon transition to Evergreen to add small businesses.**



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EXPRESS EVERGREEN

STRATEGY

- **CONTRACTOR TEAMING ARRANGEMENTS (CTAs)**

- **GSA allows CTAs to be structured in a way that all members of a team are considered prime contractors and allowed to compete for task orders. Team members are required to have their own GSA Schedule. The Government has privity of contract with all team members since they are considered prime contractors.**
- **This will allow ALL team members the opportunity to win awards as a prime contractor.**

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EXPRESS EVERGREEN STRATEGY PROPOSED UPDATE TO TECHNICAL DOMAIN AS FOLLOWS:

- The Technical Domain will have two NAICS and will be divided into two domains with the same BPA holders in each domain (May have two PWSs) (FPDS-NG reporting issue)
- Non-R&D Engineering Services (A&AS and Other Professional Services)
NAICS 541330 (\$38.5M Size Standard)
- R&D Engineering Services (A&AS and

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EXPRESS EVERGREEN

PROPOSED UPSAT STRATEGY IN THE CYBER DOMAIN AS FOLLOWS:

- **GSA Special Item Numbers (SINs) as shown below were selected as the best fit for the types of services required:**
- **SIN 871 1 - Strategic Planning for Technology Programs/ Activities**
- **SIN 871 2 - Concept Development and Requirements Analysis**

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EXPRESS EVERGREEN

- PROPOSED STRATEGY LOGISTICS DOMAIN
 - NAICS 541614 (\$15M SIZE STANDARD)
- The following GSA SINs were selected as the best fit for the PWS:
 - SIN 874 501 - Supply & Value Chain Management
 - SIN 874 503 - Distribution & Transportation Logistics Svcs
 - SIN 874 504 - Deployment Logistics Services
 - SIN 874 505 - Logistics Training Services
 - SIN 874 507 - Operations & Maintenance

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EXPRESS EVERGREEN

STRATEGY

- PROPOSED UPDATE TO PROGRAMMATIC AND BUSINESS AND ANALYTICAL DOMAIN TO COMBINE THEM
- New Domain Program and Business Analysis (NAICS 541611 - \$15M Size Standard)
- The GSA SINs shown below were selected as the best fit for the types of work in this domain:

SIN 874 1 - Integrated Consulting Services

SIN 874 6 - Acquisition Management



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EVERGREEN TIMELINE

- PROPOSED TIMELINE
- Transition Technical Domain - May 2017
- Transition Logistics Domain - July 2017
- Transition Business and Analytical and Programmatic - September 2017

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SED ACTIONS (FORMERLY SYSTEMS & COMPUTER RESOURCES SUPPORT ACTIONS (SCRS))

- ACC-Redstone is utilizing the GSA Assisted Acquisition Services program for the procurement of these actions.
- GSA is the contracting office for these requirements and all questions should be directed to GSA.
- General questions and correspondence may be sent to aasd.sed@gsa.gov
- Industry questions may be sent to Ms. Chanda Tallman, Industry Liaison, Email Chanda.tallman@gsa.gov.

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SED ACTIONS (FORMERLY SCRS)

- GSA has established an Interact site for communications.
 - Only OASIS Pool 3 Primes have access to the site.
 - Access must be requested via email to aasd.sed@gsa.gov
 - Site may be reached at <https://goo.gl/fZWoiO>.
 - Only after access has been granted.



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We Need Your Help!

- ★ **Exclusive teaming should be used sparingly**
- ★ **Notify KO of work outside of the scope of work**
- ★ **Minimize pass-thru rates when using subcontractors**
- ★ **Ensure you can perform the work at the price quoted**
 - **Provide qualified labor and do not try to “buy-in”**
- ★ **Try to resolve issues with the KO**
 - **ACC-R Preference - File protests with the KO first**

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ADVANCE QUESTIONS

- **Question:** When will ACC-RSA publish a listing of upcoming procurements identifying the customer and POCs?
- **Answer:** The ACC-RSA public website has that information posted under the name “Anticipated Awards Spreadsheet”. The website is as follows:

<http://acc.army.mil/contractingcenters/acc-rsa/>

Question: Will the Government consider having no active TORFQs from 12/25-16 - 1/1/2017?

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ADVANCE QUESTIONS

- Question: What is the nature of the internal reviews that are causing the UH-60 Programmatic due date to push to the right?**
- Answer: Internal policy reviews must be conducted and approval given prior to release of the TORFQ. Policy review is estimated to occur in early November.**
- Question: The timeline for obtaining interim clearances continues to increase, to the point that we are frequently waiting 90 days or more for new hires to be cleared. Since an interim clearance is required for all AMCOM EXPRESS tasks, this impacts the lead time on hiring new personnel. Is ACC able to provide any guidance/assistance in expediting the interim clearance process?**
- Answer: We'll pass that concern to the security office, but unfortunately there is nothing ACC-R can**

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ADVANCE QUESTIONS

- **Question:** When customers have multi-year projects that they want to fund under a TI with multi-year funds, why are they limited to a Period of Performance of only 12 months on the CLIN? Will ACC consider allowing longer PoPs for multi-year projects/funds? A longer initial PoP would reflect the intent of the work and reduce the administrative work of extending the PoP later on.
- **Answer:** Severable services are limited to 12 months. If a task is a non-severable task with a single or unified outcome it can continue until completed. (continued on page 3)



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ADVANCE QUESTIONS

- **Non-Severable Service Definition** is defined as a service that produces a single or unified outcome, product, or report that cannot be subdivided for separate performance in different fiscal years. **The Government must fund non-severable services with dollars available for obligation at the time the contract is executed.** Contract performance may cross fiscal years and work may continue until completed (more than one year)

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ADVANCE QUESTIONS

- **Question: When will the size standards take effect for the different domains?**
- **Answer: For Evergreen the size standard will take effect when the Evergreen BPA is awarded. The System for Award Management (SAM) will be checked at the time of award and the size standard in SAM will be used for your EXPRESS Evergreen BPA. It is not anticipated that size will be re-checked until the**

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ADVANCE QUESTIONS

- **Question: Will the current Technical BPA holders retain a BPA in both Technical Domains?**
- **Answer: Yes**
- **Question: Is there still potential for TORFQs to be released as Unrestricted (Full and Open) in the two Technical Domains?**
- **Answer: Each action is reviewed on a case-by-case basis.**

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ADVANCE QUESTIONS

- **Question: Will the current Logistics BPA holders retain a BPA in the new Logistics Domain?**
- **Answer: Yes**
- **Question: Is there still potential for TORFQs to be released as Unrestricted (Full and Open) in the Logistics Domain?**
- **Answer: Each action is reviewed on a case-by-case basis.**

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ADVANCE QUESTIONS

- **Question:** Will current B&A BPA holders automatically retain a BPA in the new combined Programmatic/B&A Domain?
- **Answer:** Yes
- **Question:** Is there potential for TORFQs to be released as Unrestricted (Full and Open) in the new combined Programmatic/B&A Domain?
- **Answer:** Each action is reviewed on a case-by-case basis.

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ADVANCE QUESTIONS

- **Question: Will TORFQs continue to be released during the re-greening process to existing BPA holders?**
- **Answer: Yes, it will be necessary to issue TORFQs until we can transition to Evergreen. It is expected that a cut-off date for each Domain will be established as Domains are transitioned to Evergreen.**
- **Question: Will the current BPA holders be transitioned to the evergreen BPAs prior to award?**
- **Answer: Awards will be made against the BPA that was in place at the time the TORFO was issued.**

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ADVANCE QUESTIONS

- Question:** Chart 26 from the Presidents meeting states “The Government has **privity of contract with all Team Members since they are considered prime contractors. This will allow ALL team members the opportunity to win awards as a prime contractor.**” Does the team member still have to propose on a TORFQ through a BPA holder as a Direct Award Prime or is there a new provision allowing TMs to bid independently of a BPA holder?
- Answer:** It will depend on how the CTAs are structured for Evergreen. A provision will be included in the Evergreen BPAs that



Questions

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